

Message Text

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PAGE 01 MOSCOW 03978 241731Z

51

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 241519Z MAR 75
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 8496

UNCLAS MOSCOW 3978

E.O. 11652: N/A
TAGS: BEXP,UR
SUBJECT: MESSAGE FOR ELLIOTT COMPANY

USDOC FOR BEWT/TDAD/PLANAGAN

PLEASE PASS FOLLOWING MESSAGE TO MR. M.M. WILLIAMSON,
ELLIOTT COMPANY, JEANNETTE, PA. ELLIOTT'S TELEX HAS NOT
ANSWERED FOR LAST THREE DAYS.

1. COMPETITORS PRESENT PRICE FOR COMPRESSORS ONLY IS
1,000,000 DOLLARS, FOR SIEMENS MOTOR 170,000, FOR PLANETARY
GEAR 70,000. ALL PRICES FIRM AND NET 30. USING THREE
BODIES OF COMPRESSION.
2. OUR BOOK 1.51 MULTIPLIER AND EXPORT BOX IS 819,460
ESCALATED AND 15 PERCENT DOWN 85 PERCENT NET CASH. E.M. PRICE TO
MACHINOIMPORT 251,000, GEARS 79,000. NO ADDERS TO OUR
PRICES IN THIS TELEX SUCH AS SHOW ETC.
3. COMPETITORS PRICE COULD BE OUR BOOK WITH 10.3 PERCENT FOR
NET CASH AND ONE PERCENT PER MONTH FOR FIRM. GAVE SHIPMENT
OF FIRST UNIT 28 FEB 77, SECOND UNIT 31 MARCH 77. ALSO
SAID WE TRY TO DO BETTER BUT COULD NOT GUARANTEE. REQUEST
YOU SEND TELEX TO MACHINOIMPORT MIDDLE THIS WEEK CONFIRMING
DELIVERY. SIGN WITH YOUR TITLE. MAYBE GOOD GESTURE WOULD
BE TO TAKE OFF TWO WEEKS. USE MARIAD 3241050 AND RU 75-606-001.

4. NOT DEAD BUT GASPING. THIS SENT FROM U.S. EMBASSY.
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PAGE 02 MOSCOW 03978 241731Z

ENERGOMACHEXPORT HANDLES SEIMENS IN MOSCOW. MAYBE WE WILL

TRY TO BUY HERE. ANY RESERVATIONS? CONTRACT WOULD BE
SAME AS RU 71-0001 WITH FORCE MAJEURE CHANGED AND PENALTY
CHANGED. MOLL. END TEXT.

5. SHOULDED ELLIOTT WISH TO CONTACT MOLL IN MOSCOW, SUGGEST
THEY USE COMMOFF TELEX (MOSCOW 7805).
STOESSEL

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NNN

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Margaret P. Grafeld
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